

Message Text

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ORIGIN COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 /018 R

DRAFTED BY COM/BIC/CAGNE/CLOUSTAUNAU:SDW

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COM/BIC/CAGNE/PBHALE

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R 010007Z OCT 75

FM SECSTATE WASHDC

TO AMEMBASSY KUWAIT

LIMITED OFFICIAL USE STATE 233198

E.O. 11652: N/A

TAGS: BEXP, KU

SUBJECT: REQUEST TO ASSIST U.S. FIRM TO OBTAIN MAJOR SALES
CONTRACT

REF: KUWAIT 3775

1. CAGNE CONTACTED J.D. GILBRIDE, VICE PRESIDENT
INTERNATIONAL SALES, DRESSER INDUSTRIES MACHINERY GROUP,
HOUSTON. BILBRIDE HAD ALSO BEEN CONTACTED BY DRESSER
AGENT IN KUWAIT.

2. ACCORDING TO GILBRIDE, PRICES QUOTED TO KUWAITIS WAS
BOOK PRICE PLUS NECESSARY MARGINS. IN OTHER WORDS, IT IS
PRICE COMPANY MUST STICK TO. COMPANY'S SOURCES INDICATE
HOWEVER THAT DIFFERENTIAL BETWEEN DRESSER PRICE AND ITALIAN
PRICE IS CLOSER TO 10 PERCENT. GILBRIDE COMMENTED THAT
DIFFERENTIAL INDICATED REFTEL WOULD PUT DRESSER EQUIPMENT
OUT OF MARKET WORLDWIDE NO MATTER HOW GOOD IT WAS.

3. ACCORDING GILBRIDE, FOSTER-WHEELER REP FROM KUWAIT WILL
BE IN NEW JERSEY OCTOBER 6 THROUGH 8 TO DISCUSS SITUATION
WITH DRESSER.

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4. FYI: CAGNE IS ACTION OFFICE FOR ALL MAJOR PROJECTS FOR
NEAR EAST AND NORTH AFRICA AREA. END FYI. INGERSOLL

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Message Attributes

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Disposition Approved on Date:
Disposition Authority: greeneet
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Disposition Date: 28 MAY 2004
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Disposition History: n/a
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Margaret P. Grafeld
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Subject: REQUEST TO ASSIST U.S. FIRM TO OBTAIN MAJOR SALES CONTRACT
TAGS: BEXP, KU
To: KUWAIT
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